VIETNAM
DUANE MORRIS VIETNAM LLC

Duane Morris LLP has offices in Hanoi and Ho Chi Minh City, as well as other key markets in Asia, to support clients who have operations or investments in Vietnam, one of the fastest-growing economies in the world.

The firm’s attorneys in Vietnam represent a range of clients, including multinational corporations and financial institutions, as well as businesses seeking to establish new investments in Vietnam and throughout Southeast Asia. Duane Morris also leverages its global platform to facilitate Asia-based companies’ entry into markets in the United States, Europe, Latin America and beyond.

OUR ACCOLADES


LANGUAGES

Our attorneys in Vietnam are fluent in a number of languages, including:

- English
- Russian
- French
- Vietnamese
- German

HO CHI MINH CITY

Working in concert with the firm's offices in Hanoi and Singapore, Duane Morris’ Ho Chi Minh City location gives clients access to legal services in markets throughout the Asia Pacific region and the rest of the world. The firm’s attorneys have strong relationships with the business community in Vietnam and are positioned to represent clients on a wide range of corporate and dispute matters.

HANOI

Duane Morris’ establishment of its office in Vietnam’s capital, Hanoi, reflects the firm’s dedication to its clients’ needs in Southeast Asia. The firm’s attorneys in Hanoi represent a range of clients in a variety of matters, including those involving corporate, securities, mergers and acquisitions; complex financial transactions; energy, projects and infrastructure; and technology, media and telecommunications.

CORPORATE LEGAL SERVICES

- Mergers & Acquisitions
- Foreign Direct Investment/Market Entry
- Private Equity & Venture Capital
- Banking & Finance
- Capital Markets
- Dispute Resolution
- International Arbitration
- Energy, Projects & Infrastructure
- Intellectual Property
- Corporate Real Estate
- Retail & Distribution
- Investment Funds
- TMT
- FinTech & Blockchain Technology
- Regulatory & Compliance

PROFESSIONAL AFFILIATIONS

- American Chamber of Commerce in Vietnam (AmCham)
- Australian Chamber of Commerce Vietnam (AusCham)
- British Business Group Vietnam (BBGV)
- European Chamber of Commerce in Vietnam (EuroCham)
- French Chamber of Commerce and Industry in Vietnam (CCIFV)
- German Business Association in Vietnam (GBA)
- Hanoi Bar Association
- Ho Chi Minh City Bar Association
- The Japanese Chamber of Commerce and Industry in Ho Chi Minh City (JCCH)
- Vietnam Banks Association’s Banking Lawyers Club (VNBA-BLC)
- Vietnam Bar Federation
- Vietnam Business Forum
- Vietnam Institute of Directors
EXAMPLES OF OUR WORK

- Advised Sembcorp Industries, through its wholly owned subsidiary, Sembcorp Utilities, in a historic Power Purchase Agreement (PPA) and in signing a memorandum of agreement with Myanmar’s Department of Electric Power Planning (DEPP), under the Ministry of Electric Power of Myanmar (MOEP), to invest in and develop a 225 MW gas-fired power plant in central Myanmar. The $300 million power plant, financed under a Build-Operate-Own-Transfer (BOOT) structure, is set to be the largest gas-fired independent power plant in Myanmar.

- Represented EAB New Energy GmbH, one of the largest wind energy developing companies in Germany, concerning a Power Purchase Agreement for a wind power project in Vietnam, the “Mui Dinh Wind Project,” with a total investment value of $100 million. The agreement signed with Vietnam Electricity Corporation (EVN) is the first of its kind for a privately financed wind power project in Vietnam.

- Concluded negotiations for the construction contract for Vietnam’s first build-operate-transfer (BOT) power plant in Vietnam with investment volume of about $400 million.

- Advised PROLiGNIS Energie Consulting GmbH on the establishment of a project company to oversee its new biomass power plant project and to sell the plant’s products to a large medical manufacturing facility in Vietnam. The project will be the first large-scale biomass power plant project in Vietnam.

- Advised an industrial insurance business in connection with the shareholding ratio of PVN in PVi. The team advised on the restructuring of the largest joint venture in Vietnam’s insurance industry.

- Advised an international engineering, procurement, and construction (EPC) company on the bidding laws and consortium structure with respect to a DBO wastewater treatment plant, which is part of Vietnam’s largest environmental sanitation project with a total funding of over US$500 million.

- Advised an international shipyard group on its purchase of shares of Song Cam Ben Kien and worked on the establishment of two 100% foreign invested companies. The team also advised the group on its Asia-wide investment project related to mergers and acquisitions, offshore loans, financing and restructuring, labour issues, the purchase of a shipyard, the opening of a central warehouse and establishing multiple joint ventures. This is the first-ever privately financed manufacturing plant that manufactures special ships with the approval of the Government of Vietnam for a foreign majority controlled stake in the partly state-owned shipbuilding entity.

- Advised a leading Japanese restaurant operator with almost 5,000 outlets, on the structure and establishment of a first-of-its-kind 100% foreign-owned restaurant chain in Vietnam.

- Advised one of the leading multi-channel operators and movie companies in the United States with its investment in Vietnam and purchase of shares in a Vietnamese media company to form the first-ever joint venture in Vietnam’s movie/TV sectors.

- Represented an international serviced apartment and office complex in a trademark infringement dispute with the largest Vietnamese real estate conglomerate.

- Advised a leading blockchain FinTech and RegTech R&D company on regulations in multiple jurisdictions, including Hong Kong, Singapore, Switzerland, Malaysia and Vietnam, covering a number of topics pertaining to blockchain technology, such as cryptocurrency, ICO, exchanges, data protection, and regulatory sandboxes. Supported advocacy activities with respect to related issues.

- Advised an international group on all related legal aspects of Merger and Antitrust laws in Vietnam for global merger of one of the world’s largest agriculture companies.

- Advised a large US mutual fund on participation in a highly structured IPO by a large private Vietnamese commercial bank.

- Advised and assisted a Singapore-based company to unify and re-shape the market of luxurious watches and clocks in Vietnam.

- Acted for Canada-based Pan-Asia Bio-Fuels in connection with a development of bio-gas production and distribution project in central Vietnam, involving complex land and environmental issues, careful investment incentives research, and local and international financing.

- Supported and advised a German government agency in connection with a project to work with the Ministry of Industry and Trade (MOIT) of Vietnam to introduce a legal framework for renewable energy projects in Vietnam.

- Represented Greencells Group, an EPC provider for turn key solar PV power plants based in Germany, in establishing a commercial presence in Vietnam and implementing Solar Power Plant projects.

- Advised the world’s leading travel and tourism company on the establishment of a joint venture company in Vietnam.

- Advised TKIS AG, the German parent company of TKIS Vietnam, in connection with Vietnamese law aspects of its global group restructuring plan including the elaboration of the restructuring and capitalisation plans, from both practical and legal perspectives.

- Advised an international group in one of the biggest M&A transaction in pharmaceutical sector in Vietnam in 2017 in terms of deal values.

- Advised a U.S. investment firm with over US$750 billion in assets under management on the mechanism and regulations pertaining to off-exchange transactions of listed companies in Vietnam.

- Advised and assisted a leading worldwide developer in structuring its renewable energy investment in Vietnam market

- Advised an international serviced apartment and office complex on the amendment of its 25-year old Vietnamese investment license.

- Acted for a European private equity fund on the acquisition of primary and secondary shares of a major Vietnamese private dental and health care services company.

- Represented an affiliate of a luxury jewelry and specialty retailer in connection with a full range of corporate services, including a project to expand its factory facilities in Vietnam, implementation of stock option plans, restructuring of management personnel and corporate governance protocols and other employment matters.
Duane Morris lawyers in Vietnam explore the issues impacting businesses with operations and investments in one of the world’s fastest-growing economies. Please visit blogs.duanemorris.com/vietnam/ for updates on the latest developments.

OFFICE LOCATIONS AND REACH

Duane Morris’ Asian offices in Hanoi, Ho Chi Minh City, Shanghai, Singapore, Taipei and Yangon are backed by a global infrastructure of offices across the United States, Europe and the Middle East.

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